

Call for participants training course “Business 2 Business – Business environment development”

We are searching for participants for 2 training courses:

1st Training course, from the **2nd to 6th of July, 2014 in Lithuania**. 12 participants from Lithuania and 12 participants from Poland will be invited. In total 24 participants.

2nd Training course, from the **16th – 20th of July, 2014 in Lithuania**. 12 participants from Lithuania and 12 participants from Poland will be invited. In total 24 participants.

Financial conditions:

100 % of participants travel, boarding and loading cost will be **covered by the organizers**, from the financial grants received.

Preliminary program:

	DAY 1	DAY 2	DAY 3	DAY 4	DAY 5	
10.00-11.30	ARRIVAL to Vilnius before 3 p.m.	Creating learning environment Cooperation and communication	Strategic planning	Cooperation skills / competition analysis	First steps in marketing	
11.30		Coffee break				
12.00-13.30		Developing competence of leadership and management	From vision to reality -> steps to implementation of my idea?	Quality customer service: Customer analysis	Conflict resolution and negotiation skills	
13.30		Lunch				
15.00-16.30		Our reality: Analysis of environment. Needs? Solutions? Developing business ideas!	Financial planning – how much do I need? Different ways of funding. Pay off point	Pricing my product or service	Possible cooperation and networking Agreeing in concrete follow-up	
16.30		Coffee Break				
17.00-19.00		Introduction to the training course Getting to know each other	Presentations of business ideas based on reality analysis Reactions and feedback	International partnership – international communication	Development of sales skills. Basic recommendations	Evaluation of the seminar
18.30-19.00						
19.00		Dinner				

20.00-	Welcome evening	Sauna evening	Cultural evening	Free evening	Departure
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Who is invited to join?

For each training course 24 participants from Poland and Lithuania (12+12), aged from 18 till 35 years old who:

- Has a business idea and is willing to develop it;
- Has already started a business initiative and is willing to improve it;
- Is interested in possible cooperation among Lithuania and Poland;

Training course is **aiming** for - Development of entrepreneurial competencies among Lithuanian and Polish participants needed for efficient business development.

Introduction to the training course and methodology

Training courses methodology will be based on experiential learning and non-formal education, where participants will be active members of the learning process. You will develop their competencies (knowledge, skills and attitudes) by participating in various interactive methods, communicating and cooperating with each other in international group.

Deadline for participants to apply: 2nd of June, 2014. If you want to apply fill in application and send it to: nmiginis@gmail.com

For further information contact:

Nerijus Miginis, email: nmiginis@gmail.com, mob. + 37067131780

Trainer Team

DONATAS PETKAUSKAS (<http://trainers.salto-youth.net/DonatasPetkauskas>)

Trainer, supervisor, coach

Acts in the field of training and consulting since 2003. Creating and conducting training courses of the following topics: group dynamic, leadership, team work, experiential learning & outdoor education, communication and co-operation, personal development,



client service, effective management, empowerment, non-formal education, intercultural learning, project management, client service, gender issues, human rights education, conflict management. From 2010 Entrepreneur.

Education background:

2013 – now studying in post graduate supervision studies.

2010 - 2011 Professional coach, Accredited Coach Training program by International Coach Federation (ICF) – training programme delivered by Coaching Development (UK)

NERIJUS MIGINIS (<http://trainers.salto-youth.net/NerijusMiginis>)

Acts in the field of training and consulting since 2005. Working as a trainer with Public sector, NGO' s and business companies on the topics: project management, strategic management, advocacy and policy, youth work, leadership, team work, effective management, NGO management, conflict management. From 2009 Entrepreneur.

Education background:

2010 - 2012 Master of Educational policy and research, Vilnius university.

2009 – 2010 Advanced training for trainers organized by consortium of Council of Europe and European Commission.

2004-2008 Bachelor of Business management and administration, Vilnius Gediminas technical university.

APPLICATION FORM

Send this application form not later than 2 of June, 2014 to nmiginis@gmail.com

Please check the box if appropriate:

- I am able to participate in the full duration of the training course.
- I am fully responsible for my own health condition, ability to travel and participate in the activities of the training course,
- If selected, I will inform organizers about any changes of my availability to participate as soon as possible.

Name, Surname				
Nationality	Age		Gender	<input type="checkbox"/> Female <input type="checkbox"/> Male
Complete home address:				
Mobile phone number with international codes		Email:		
Main occupation:				

In which training course you want to take part?

- 1st Training course, **2nd to 6th of July, 2014 in Lithuania.**
- 2nd Training course, **16th – 20th of July, 2014 in Lithuania.**

The contact details you provide us below will be used for all the correspondence!

In case of emergency, please provide details of contact person in your country: name, surname, family relation, phone, email	
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Language(s) abilities: Please mention all languages in which you are able to work and indicate your level for each of it (B-basic, G-good, VG-very good, F-fluent, MT-mother tongue)

Language	Listening	Speaking	Reading	Writing
English				
Other languages [please specify]				

Do you have any **special needs or requirements** that the host organisation should know about? (E.g. mobility, medical needs, allergies, dietary restrictions)



What is your experience in business? (If you have no direct experience, but you have an idea this is the place to tell a bit more about it)

Why are you interested to take part in this **training course**? What are you willing to learn / develop?

If you have any specific business development related needs, which you want to address, please specify (the program of the training course will be adopted according it):

Any other comments or questions: